

CLAIM AMENDMENTS

IN THE CLAIMS

This listing of the claims will replace all prior versions, and listing, of claims in the application or previous response to office action:

1. (Currently Amended) A prospects harvesting system, maintained by an application service provider, for providing contact data representing information about prospective **business** customers of a product or service provided by a product/service provider, comprising:

a web crawler process operable to locate text documents from unstructured participant-based Internet discussion sites, the sites selected from the group of: newsgroups, discussion forums, and mailing lists;

an archive database for storing text documents retrieved by the crawler;

a harvester process for searching the archive database for primary personal contact data for at least one prospective customer of the product/service provider;

wherein the harvester process operates in response to a query from the product/service and locates at least one document in which a participant of the discussion site is discussing a specified product or service, thereby locating a prospective customer having associated primary **personal** contact data;

wherein the harvester process further provides relevance data associated with each search;

wherein the harvester process further provides a link to the document;

a reverse lookup process for receiving the primary **personal** contact data from the harvester process and for performing a reverse lookup from the primary **personal** contact data;

wherein the reverse lookup is performed by using the primary **personal** contact data to obtain ancillary **personal** contact data about the same prospective customer;

wherein the reverse lookup **is a cascading multi-site process that** accesses **Internet** data sources other than the discussion sites containing the primary contact data;

wherein the primary **personal** contact data and the ancillary **personal** contact data comprise at least two items of data from the following group: name, email address, telephone number, website address, geographical address, place of employment;

a value-add process that accesses business profile data about the business of one or more of the prospective customers, from a data source other than the source of the contact data, and ranks each prospective customer, using a ranking algorithm based on the profile data and the relevance data from the harvester process;

a validation process for validating all or part of the contact data;

a staging database for storing the primary and ancillary **personal** contact data;

a mailer process for scripting correspondence to prospective customers; and

a web server for providing access to the staging database **and the mailer process** via a web browser **operated by the product/service provider.**

2. (Cancelled)

3. (Currently Amended) The system of Claim **2_1**, wherein the value-add process operates on line by accessing the Internet.

4. (Currently Amended) The system of Claim **2_1**, wherein the value-add process operates off line.

5.- 34. (Cancelled)